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B. Reports and Articles in Conference Volumes:

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C. Books:

The Theory of Public Utility Pricing, (with S. J. Brown), Cambridge University Press, 1986. Second printing 1986. Third printing 1989. Revised Edition planned.

Co-editor of *Telecommunications Demand Analysis: An Integrated View*, North-Holland, 1989.

COMPLETED PAPERS:

"A Repeated Game Model of Price Cap Regulation", (with S. J. Wilkie), submitted to *Journal of Economics and Management Strategy*.

"Incumbency and Bidding Behavior in the Dallas-Ft. Worth Milk Market," (with C. Hewitt and J. T. McClave), submitted to *American Economic Review*.

"Competitive Incentives of Vertically-Integrated Local Exchanges Carriers," (with D. Weisman), submitted to *Journal of Industrial Economics*.

CURRENT RESEARCH AREAS:

Telecommunications policy, especially price cap regulation and optional tariff design.

Design of Incentive Mechanisms.

Organizational slack / informational asymmetries

EDITORIAL DUTIES:

Associate Editor of the *Journal of Regulatory Economics*

OTHER PROFESSIONAL ACTIVITIES:

Consultant to the Governor of New Jersey's Task Force on Market-Based Pricing of Electricity.

Referee for National Science Foundation and numerous professional journals.

Consulting for Bell operating companies on a variety of pricing and public policy issues.

Memberships: American Economic Association; listed in *Who's Who in the East* 1990.

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EDUCATION:

1993	Ph.D., Economics, University of Florida.
1981	M.A., Economics, University of Colorado.
1979	B.A., Mathematics and Economics, University of Colorado.

PROFESSIONAL EXPERIENCE:

1993 - Present Kansas State University:

Associate Professor, Department of Economics (1996 - Present).
Assistant Professor, Department of Economics (1993 - 1996).

1989 - 1993 SBC Communications Inc. (Formerly Southwestern Bell Corporation):

Director - Strategic Marketing
Director (Special Project With Florida Public Service Commission).

1982 - 1989 Southwestern Bell Telephone Company:

District Manager - Demand Analysis
Staff Manager - Demand Analysis
Staff Specialist - Demand Analysis
Assistant Staff Manager - Demand Analysis.

OTHER POSITIONS HELD:

1995 - Present Advisory Board, University of Missouri Rate and Regulatory Symposium.

1995 - Present Faculty Member, Analytical Foundations of Regulatory Economics Module,
Rutgers University Center For Research In Regulated Industries.

OTHER POSITIONS HELD (CONTINUED):

- 1993 - Present Economic Advisor To Telecommunications Firms and Regulatory Commissions.
- 1993 - 1994 Fellow, Institute for Social and Behavioral Research, Kansas State University.

PUBLICATIONS:

"The Competitive Incentives of Vertically Integrated Local Exchange Carriers: An Economic and Policy Analysis." *Journal of Policy Analysis and Management*, Volume 17, No. 1, Winter 1997, Forthcoming (with D. Sibley).

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WORK IN PROGRESS:

"Raising Rivals' Costs: Entry of an Upstream Monopolist into Downstream Markets." Submitted to the *Journal of Regulatory Economics* (with D. Sibley).

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"Signalling Worker Quality Under An Affirmative Action Constraint."

"The Perilous Practice of 'Robin-Hood' Regulation."

"A Yardstick Approach To Optimal Access Pricing." (with D. Lehman).

EXPERT WITNESS TESTIMONY AND AFFIDAVITS:

Testimony Before The Arkansas Public Service Commission In Docket Number 96-395-U On Behalf of Southwestern Bell Telephone Company. Subject Matter: Local Competition and Pricing of Unbundled Network Elements, January 1997.

Testimony Before The Kansas Corporation Commission In Docket Number 97-AT&T-290-ARB On Behalf of Southwestern Bell Telephone Company. Subject Matter: Local Competition and Pricing of Unbundled Network Elements, January 1997.

Testimony Before The Kansas Corporation Commission in Docket Number 190-492-U On Behalf of Southwestern Bell Telephone Company. Subject Matter: Price Cap Regulation and Economically Efficient Imputation Policies, August 1996.

EXPERT WITNESS TESTIMONY (CONTINUED):

Testimony Before The Canadian Radio-Television and Telecommunications Commission In Response To Telecom Public Notice CRTC 96-8 On Behalf of TELUS Communications, Inc. (Formerly AGT Limited). Subject Matter: Price Cap Regulation and Related Issues, October 1996.

Affidavit filed with the Kansas Corporation Commission In Docket No. 96-SWBT-356-TAR On Behalf of Southwestern Bell Telephone Company. Subject Matter: The Economic and Competitive Implications of Mandatory Disclosure of Proprietary Cost and Demand Information. April 12, 1996.

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Testimony before the Arkansas Public Service Commission in Docket Number 83-042-U On Behalf of Southwestern Bell Telephone Company. Subject matter: Bypass and Competition in the Telecommunications Industry, September 1985.

INVITED PRESENTATIONS:

"Competition, Incentive Regulation, and Strategic Behavior Under The 1996 Telecommunications Act." Utility Regulation And Strategy: The Basics Revisited. Conference sponsored by the Public Utility Research Center at the University of Florida. Gainesville, Florida, February, 1997.

INVITED PRESENTATIONS (CONTINUED):

"Competitive Incentives of Vertically Integrated Local Exchange Carriers", Twenty-Third Annual Telecommunications Policy Research Conference. Solomons, Maryland, October 1995; and The Rutgers University 9th Annual Western Conference of the Advanced Workshop In Regulation and Public Utility Economics, San Diego, California, July 1996.

"Seven Myths About Incentive Regulation", Pricing and Regulatory Innovations Under Increasing Competition. Conference sponsored by the Center for Research in Regulated Industries, Rutgers University, Newark, New Jersey, October, 1995.

"Strategic Behavior of the Vertically Integrated Firm: The Case of RBOC Entry Into InterLATA Long Distance", The Rutgers University 8th Annual Western Conference of the Advanced Workshop In Regulation and Public Utility Economics, San Diego, California, July 1995.

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"Potential Pitfalls in Empirical Investigations of the Effects of Incentive Regulation Plans in The Telecommunications Industry", Telecommunications Infrastructure and the Information Economy: Interaction Between Public Policy and Corporate Strategy. Conference sponsored by the School of Business at the University of Michigan. Ann Arbor, Michigan, March 1995.

"Designing Incentive Regulation For The Telecommunications Industry", American Enterprise Institute, Washington D.C., March 1995 (with D. Sappington).

British Broadcasting Corporation (BBC) Radio Interview with Dan Corry of the Institute For Public Policy Research, London, England. Documentary Title: "Analysis: The Regulatory State?" October 23, 1994.

"Designing Carrier of Last Resort Obligations", Rutgers University 7th Annual Western Conference of the Advanced Workshop in Regulation and Public Utility Economics, San Diego, California, July 1994.

"Incentive Regulation: Lessons From Telecommunications", Innovative Incentive Rate Regulation for a Competitive Electric Utility Industry. Conference co-sponsored by the Center for Regulatory Studies and the Institute of Government and Public Affairs. Chicago, Illinois, April 1994.

INVITED PRESENTATIONS (CONTINUED):

"Why Less May Be More Under Price Cap Regulation", Twenty-First Annual Telecommunications Policy Research Conference. Solomons, Maryland, October 1993; and the Rutgers University 12th Annual Eastern Conference of the Advanced Workshop in Regulation and Public Utility Economics, Brewster, Cape Cod, Massachusetts, May 1993.

"Managed Competition In Telecommunications", Regulation and Planning In A Market Economy. Conference sponsored by the Public Utility Research Center, University of Florida. Gainesville, Florida, April 1993.

"Cross-Subsidization and Price Predation in Public Enterprise"; and "Incentive Regulation: Theory and Practice", Southeastern Regional Business and Economics Utilities Conference. Atlanta, Georgia, September 1991.

"Post-Divestiture Pricing Trends In The Telecommunications Industry", Divestiture: Five Years Later. Conference sponsored by the Center for Telecommunications and Information Studies at Columbia University. Washington, D.C., March 1989.

"The Impact of Telecommunications Regulation On The Economic Incentives of Private Network Deployment", National Communications Forum. Chicago, Illinois, October 1988.

"Protecting The Right To Be Served By Regulated Utilities Subject To Competition: A Critical Assessment", 11th World Engineering Congress. Atlanta, Georgia, October 1988.

"Default Capacity Tariffs: Smoothing The Transitional Regulatory Asymmetries In The Telecommunications Marketplace", Fifteenth Annual Telecommunications Policy Research Conference. Airlie, Virginia, November 1987.

"Traffic Sensitive Costs, Bypass and Pricing For Carrier of Last Resort", Bell Communications Research Conference on Traffic Sensitive Cost Recovery. Seattle, Washington, July 1986.

"Forecasting Bypass Adoption In Telecommunications", National Forecasting Conference. Denver, Colorado, June 1985.

"A General Theory of Point-to-Point Long Distance Demand", Bell Communications Research Business Research Conference. Durango, Colorado, October 1984 (with D. Lehman).

HONORS, AWARDS, AND GRANTS:

1996	William L. Stamey Teaching Award.
1995	Edgar S. Bagley Research Award.
1993	Awarded First Place In Graduate Student Paper Competition, Twenty-First Annual Telecommunications Policy Research Conference.
1990 - 1992	Florida Public Service Commission Grant to the Public Utility Research Center at the University of Florida (Co-Principal Investigator).
1984 - 1992	Designated Very High Potential Manager, Southwestern Bell Corporation.
1991	Awarded First Place In Paper Competition sponsored by Public Utilities Reports, Inc., Southeastern Business and Economics Utilities Conference (with S. Berg).
1991	University of Florida Research Fellowship.
1989	Management Stock Award, Southwestern Bell Corporation.
1979	B.A. Conferred with High Honors.
1971	Eagle Scout Award.

SERVICE ON EDITORIAL BOARDS:

1996 - Present	Information Economics and Policy
1997 - Present	Journal of Regulatory Economics

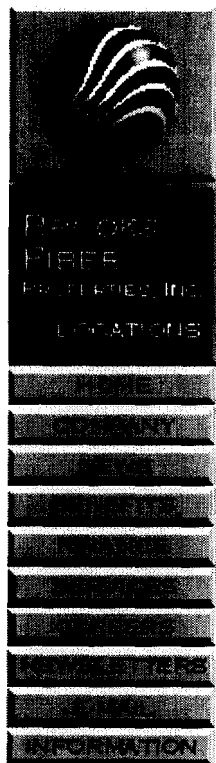
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Journal of Regulatory Economics

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Brooks ISDN BRI SOHO Overview

ISDN BRI provides switched access to the public switched network for the transmission of circuit switched voice, circuit switched data, and packet switched data for incoming and outgoing traffic. ISDN BRI service integrates voice and data services using Gateway S1 Business Line Service.

BRI lines have two 64 Kbps channels (B channels) and one 16 Kbps channel (D channel). Each B channel can have a separate phone number or can be combined to create a single, higher bandwidth channel.

Circuit switched voice provides the ability to originate and receive circuit switched data calls over a 64 Kbps channel.

Multi-point Capability

Multi-point allows the connection of more than one physical or logical device to the line. Typical applications include a small office with two phones, one voice phone and one high-speed data interface, or integrated voice, fax and data operating simultaneously.

Secondary Numbers and Electronic Key Capability

Use of an ISDN electronic key set provides the same functionality which high-end PBX station users enjoy, without the hardware or wiring. Secondary telephone numbers appearing on the key set can monitor other Brooks provided lines and allow calls to the other lines to be answered. The lines associated with the secondary numbers can be analog or digital. For example, in a home office application, the ISDN line is for the office and might have the home phone and the teenager's line as secondary numbers.

Standard Features

- 2B+D Channel
- National ISDN Protocols
- 56/64/112/128 Kbps Dialed Data
- Simultaneous Voice-Data Calling
- Call Forwarding-Variable
- Call Forwarding-Busy
- Call Forwarding-Don't Answer
- Touchtone
- Voice Data Protection
- 3-Way Conference Calling

- Separate Signaling Channel
- Customer Changeable Speed Calling
- Multi-button Key Set Capability
- Multi-point Digital Subscriber Line

Security Package

(offered as a supplement to standard features)

- Call Forwarding-Variable
- Remote Activation of Call Forwarding
- Call Trace

Optional Features

- Multiple Directory Numbers
- X.25 on D channel
- X.25 on B channel

Brooks ISDN BRI SOHO Benefits

Work At Home

ISDN proves faster and more reliable than regular analog or POT technology. ISDN lines provide cost effective and easy to maintain solutions that meet the bandwidth requirements of today's data, image and video applications.

Database Access

ISDN offers error free connection at up to 10 times the speed. Therefore, access to selected databases or the Internet is faster. The error free nature of ISDN means, established connections are rarely broken. This further improves productivity.

Videoconferencing

ISDN is a cost-effective method of providing video conferencing support. Two or more B channels, to remote sites or regional offices, can deliver both image and voice. Videoconferencing manufacturers have added ISDN access capabilities to allow network managers to economically deploy videoconferencing.

[TOP](#)



Brooks ISDN PRI Data Overview

ISDN PRI Data is a service provided over T1 point-to-point private line facilities. It enhances the capabilities of the basic T1 digital trunk facility by allowing customers to control the individual channels of the T1 pipe. Channels of the T1 pipe can be used as 24 individual switched data circuits each having 64 kbps bandwidth. Through the use of appropriate premise equipment, customers can bond multiple channels together to create high-bandwidth (384 Kb/s, 78 Kb/s, etc.) dial-up data channels.

ISDN PRI is used to serve PBXs, LAN gateways, host computers or it can serve as a trunk interface between central offices.

PRI lines have 23 64 Kbps (B channels) and one 64 Kbps (D channel) as well as the access on a DSX-1 interface with B8Zs and ESE.

PRI Efficiency Package

If you require more than two PRI, the PRI efficiency package is available. The efficiency package allows one PRI with an active D channel to control multiple 24-channel PRI's thus increasing the number of available data channels. D channel backup provides redundancy in the event of failure of the primary D channel.

Brooks ISDN PRI Data Benefits

ISDN PRI offers many services, features and benefits to our Key System and PBX customers.

Telecommuting & Remote Worker Access

ISDN proves faster and more reliable than regular analog or POTS technology. ISDN lines provide cost effective and easy to maintain solutions that meet the bandwidth requirements of today's data, image and video applications.

Using a single PRI circuit, organizations can support 23 remote telecommuters concurrently by providing BRI ISDN access from their home office. As they dial into the host server, the BRI lines can be aggregated at the central office onto a single PRI line linked into the headquarters locations.

This simplifies maintenance and cabling and improves the return-on-investment of supporting remote workers.

A single PRI server at headquarters with 23 inbound channels can accommodate occasional access from hundreds of employees. Each employee would require a BRI card in his or her home computer. Using NFAS and D channel back-up, more channels can be economically added, as the customer's telecommuting universe expands.

Data Traffic

ISDN PRI is an efficient way to connect to Internet Providers and selected databases. The PRI consolidates 56/64 KB channels coming in from ISDN BRI or a switched 56 KB Internet subscriber, to one, high-speed, more efficient interface.

Digital PBX Trunks

ISDN PRI will enhance your digital trunks through call-by-call service selection and better ANI/DNIS delivery. For that reason, it is called the PRI efficiency package which also includes NFAS and D channel.

Improved Trunking

PRI provides PBX customers improved trunking capability by consolidating services in a single T1 pipe or in trunk groups within a group of T1s or DS3s.

Network Configuration

Call-by-call service selection features for exchange services like DID, DOD and WATS allows our customers to dynamically configure their networks as traffic patterns change during the day.

A common practice is to have most of the trunks handle exchange services during the day hours and convert their bandwidth over to data traffic to host computers after business hours.

Data

One PRI signaling channel can control up to 479 64 Kbps trunks. This allows for a seamless replacement for DS3 facilities and allows users to take advantage of all the features and functionality of PRI.

Discounted Plans for IXC Services

PBX customers can also consolidate their IXC traffic through a PRI connection to the Brooks Central Office and eliminate separate direct connection to the IXC carriers. This allows the users to take advantage of discount plans for the IXC services.

Expanded IXC Services

With PRI, many RBOCs can expand the choice of IXC services to customers who would otherwise have to lease dedicated facilities from the IXCs.

Aggregated IXC Services

Customers can also use the PRI features to aggregate IXC access to resellers and small businesses.

Performance

ISDN PRI is simply a better way of hooking up a PBX or key system than regular digital trunks with conventional signaling. For this reason, an optional feature of Brooks' digital trunk is called the PRI Efficiency Package. It adds ISDN signaling and benefits to a PBX T1.

[TOP](#)



Brooks ISDN BRI Data Overview

ISDN BRI service integrates voice and data services using Gateway S1 Business Line Service. BRI Lines have two 64 Kbps channels and one 16 Kbps channel. Each B channel can have a separate phone number which can be combined to create a single, higher bandwidth channel. Additionally, the B channel can transmit full duplex and data simultaneously and independently.

Standard Features

- Multi-point DSL with a full 2B+D capability

Optional Features

- X.25 on D channel
- 56/64 Kbps X.25 on B channel

The ISDN BRI for Data is designed for the user who does not want to use the BRI's voice capabilities. These users retain their analog voice services. Examples of applications are:

- A LAN bridging
- Private Line Backup
- A custom-designed, high-speed Internet access
- Internet access is faster.

Brooks ISDN BRI Data Benefits

Work At Home

ISDN proves faster and more reliable than regular analog or POT technology. ISDN lines provide cost effective and easy to maintain solutions that meet the bandwidth requirements of today's data, image and video applications.

Database Access

ISDN offers error free connection at up to 10 times the speed. Therefore, access to selected databases or the Internet is faster. The error free nature of ISDN means that established connections are rarely broken, which further improves productivity.

Calls using analog modems typically require 35 seconds to establish a session with a remote host or LAN. ISDN's two to three second setup significantly improves performance in these key applications.

Videoconferencing

ISDN is a cost-effective method of providing video conferencing support. Two or more B channels, to remote sites or regional offices, can deliver both image and voice. Videoconferencing manufacturers have added ISDN access capabilities to allow network managers to economically deploy videoconferencing.

TOP



IN THE UNITED STATES COURT OF APPEALS
FOR THE EIGHTH CIRCUIT

No. 96-3321 (and Consolidated Cases)

IOWA UTILITIES BOARD, ET AL.,

Petitioners,

v.

FEDERAL COMMUNICATIONS COMMISSION and
UNITED STATES OF AMERICA,

Respondents.

On Consolidated Petitions to Review an Order of the
Federal Communications Commission

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